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From

**FRANK S. BETZ**  
Hammond, Indiana

(Sec. 562 P.L.&R.)  
U. S. Postage  
**PAID**  
Hammond, Ind.  
Permit No. 137

HOW ILLINOIS  
and other states lose  
billions of dollars.

THE DIAGRAM  
shows how 218 walnut  
trees will grow on one  
acre 16 ft. apart and  
each tree produce 2 or  
3-16 ft. logs without a  
limb and how \$100 will  
produce over \$10,000.

at an expense of thousands of dollars, I trust  
this folder will put me in touch with someone  
who would like to become interested with me  
or, if the buyer will agree to put in his time  
for 6 years as I have and spend as much  
money to carry on the work, I would willingly  
dispose of the entire business, which, if  
pushed, will save millions of farms, provide a  
home for birds which save farmers over  
\$100,000,000 yearly by destroying worms and  
insects, and save taxpayers untold millions  
by enabling farmers to support themselves.

I am not pleading for myself but for the  
millions whose parents could prevent the  
United States from going through what Eng-  
land and Europe did in the sixteenth century  
after their trees disappeared and by assisting  
President Roosevelt make his reforestation  
program a great success.

SPECIAL PRICE ON 2 MILLION TREES  
AND 250,000,000 ASSORTED TREE SEEDS  
WITH FULL INSTRUCTIONS FOR PLANT-  
ING AND RAISING.

KINDLY TAKE THIS MATTER UP WITH  
YOUR FRIENDS OR YOUR CLUBS AND  
ASSIST IN PUTTING THIS WORK OVER  
—NOT FOR MY SAKE BUT FOR YOUR  
CHILDREN AND GRANDCHILDREN.

MEMBERS OF KIWANIS, LIONS, RO-  
TARY, EAGLES, IZAAK WALTON LEAGUE  
AND OTHER CLUBS PLEASE STATE SO  
WHEN WRITING AND GIVE ME THE  
NAME OF ANY TREE FAN.

KINDLY MAIL THIS TO SOME FRIEND.  
ALEXANDER H. LEGGE, PRESIDENT OF  
THE INTERNATIONAL HARVESTER  
COMPANY, at the Central States For-  
estry Congress, Cincinnati, Ohio

December 4, 1931, Said

Speaking of individuals who are interested  
in reforestation, probably you people of the  
Central States Forestry Association know all  
about the activities of Mr. Frank S. Betz of  
Hammond, Indiana.

Mr. Betz might be called a modern "Johnny  
Appleseed" if it were not for the fact that he  
is undoubtedly a keen and up-to-date business  
man.

I note that Mr. Betz says in a recent com-  
munication that he expects to round out this  
year the distribution, through clubs, associa-  
tions, Boy and Girls Scouts, 4-H members and  
public school children, of 100 million trees and  
tree seeds.

FOR THE EDITOR  
*Journal of Agricultural Research*  
*Washington*  
*S. C.*

May the good Lord send us more men like  
this tree-loving, tree planting gentleman  
from Indiana!

FROM THE HOLYLAND  
New York City. Feb. 4, 1932.

"Dear Mr. Betz:

"I have returned from my world tour in  
which I had the opportunity of visiting Pal-  
estine, where I saw millions of little trees  
growing from the seed which you so gener-  
ously contributed. Ere long those barren hills  
of Judah will once again be clothed with  
verdure. Even this generation will see a mar-  
velous change in the country which will be  
largely brought about by your munificent gift.

"I am looking forward to visiting Chicago  
on Saturday night when I am due to arrive  
to lecture on Sunday, February 28, at the  
Chicago Academy of Sciences on the Rebirth  
of Palestine at 3 o'clock in the afternoon. I  
trust that it may be possible for you to be  
present, as I am sure you would like to see  
the film of the tree planting. I shall look for-  
ward to seeing you some time after the meet-  
ing, if only for a few minutes.

"I am telling the world what you have  
done for Palestine.

RICHARD ST. BARBE BAKER."  
32 Warwick Rd., London



should be raised on 20 and sell at European prices, cannot pay taxes.

This also applies to every Chamber of Commerce, Women's Rotary, Kiwanis, Izaak Walton League, Lion, Eagle and other clubs who should assist in preventing soil erosion on farms still producing crops in the county they live in. Men under 40 please remember this.

Those who do not believe in planting trees—and there are millions—should read "WILL OUR CIVILIZATION SURVIVE" in REVIEW OF REVIEWS and then visit the farming districts of Mississippi where on May 5, 1932, 74 sheriffs sold 39,667 farms in one day for non-payment of taxes and hear them tell about the money their fathers made from the sale of timber and they will wonder why business men did not advise the yearly planting of at least 10 cents worth of southern Pine tree seed which would have brought in a larger income every year.

In 1926, after a trip through the Far East where I saw so much poverty in farming districts, I commenced to raise trees from seed. In 1928, I decided to assist our state forester reforest our 3 million acres of idle land and have been at it ever since.

In the spring of 1929, through the assistance of L. L. Caldwell, Supt. of Hammond Schools, pupils planted over 2,000,000 Pine and Spruce seed. In 1930, over 8 million were furnished to pupils in the county; in 1931, they planted more walnuts part furnished by business men of Hammond, than all state nurseries in the U. S. combined planted that year and pupils in the State planted over 400,000.

Last spring Joseph Myers, President of the Calumet State Bank, bought 20,000 Pine and Spruce trees for Hammond schools.

J. H. Baldwin, Principal of the Washington School, Hammond, talked to pupils on the necessity of planting trees so they would have lumber when they grow up and collected enough pennies to buy 2400 trees.

Norman E. Amos of Connersville, Indiana, collected enough pennies to buy a bale of trees for the students in his Biology class. Every pupil in this country will buy trees if given an opportunity, and as they grow older they will understand why and plant more.

The following from the DES MOINES SUNDAY REGISTER, Oct. 29, 1933, demonstrates what a farmer can do: Farmer Edwin Swank, Oakville, Iowa, sold 80 walnut trees for \$2000 which he planted when a boy for preventing soil erosion. Part of these logs will go to Germany. Business men in his town will get this money. See that farmers in your county plant trees.

PLEASE TAKE THIS UP WITH YOUR CHAMBERS OF COMMERCE, ROTARY, KIWANIS AND OTHER CLUBS AND BUY \$5 OR \$10 WORTH OF TREES FOR THE PUPILS IN YOUR SCHOOLS. IT WILL MEAN SO MUCH TO THEM AND THEY WILL REMEMBER AND TALK ABOUT YOU FOR YEARS AFTER YOU ARE GONE.

J. P. Johnson, Minden, Mo., sold 70 walnut trees recently for \$1500. The City of Attica sold 16 for \$1000. \$100,000 was refused for an 80 acre tract near Lafayette.

What an opportunity for farm boys who can look ahead, and what an opportunity for a man to invest \$1,000 where it will eventually bring back \$75,000. Over 200 walnut trees, which cost only \$12 per 1000, CAN BE GROWN ON ONE ACRE.

In many states taxes on land planted with trees are reduced to about 3 cents an acre. In some states no tax until the trees are sold.

This saving on taxes will pay for the ground

and all expenses for making absolutely worthless land one of the greatest assets.

The NATIONAL NUT NEWS, Chicago, says the nuts from each tree will sell to candy factories for \$6 and over yearly.

TAKE CHRISTMAS TREES: Farmers

should know we import 5 million from Canada yearly which can be raised on the same land,

walnut, maple and other trees are growing on and bring in several hundred dollars per acre. Government bulletins report a farmer in Pennsylvania has averaged \$5400 yearly for the last 7 years.

5000 TREES UP TO 20 INCHES HIGH, COSTING \$10 PER 1000, WILL GROW ON ONE ACRE. If this number is bought every year and planted in rows where required to prevent soil erosion and every time a tree is cut another is planted in its place, it will mean a perpetual income.

ONE DOLLARS WORTH OF PINE AND SPRUCE EVERGREEN TREE SEED, IF INSTRUCTIONS ARE FOLLOWED, SHOULD PRODUCE OVER 10,000 FIRST-QUALITY CHRISTMAS TREES. The balance if planted 4 ft. apart will make first-quality lumber free from limbs and knots.

The Department of Commerce give over

4000 uses for wood.

Take artificial silk: In 1911 we made 320,000 pounds. 1931—144,000,000 pounds with a payroll of \$44,704,000.

The new method of making print paper from southern pine just discovered will require 500,000 acres of timber and save millions of dollars sent to Norway, Sweden, Russia and Canada for pulpwood. If we only had the trees.

How many know the CHICAGO TRIBUNE requires 400 acres of trees weekly? The Hearst Syndicate, other magazines and newspapers require millions of tons which will be made here when people learn trees grow themselves if the seed is put in the ground.

In 1810 each person here used one pound of paper. Today, over 200 pounds.

We use 5 million cedar telegraph poles yearly which take 150 years to grow.

Railroads use more wood than the people did in 1860.

Indiana had 18 million acres of virgin hardwood forests. Today we have 1000 acres of virgin timber and 3,000,000 acres of the finest timber-growing land which can be bought for as low as \$4 an acre.

For instance take Brown Township, in Martin County, now on the state aid list, total area 23,048 acres, has over 7,000 acres of abandoned farms. All caused by soil erosion. Little trees would have prevented it.

The total state tax collected in Brown

Township for 1925-26 was \$861; 1928-29 it was \$655.92; from August, 1925 to December 1929, \$3,394.67. To operate their schools other counties had to advance \$39,492.05. This is not all, the deficit for teachers' salaries was

\$12,000, or a total of \$51,492.05.

When State Forester R. F. Wilcox took hold of the department, his first planting in 1926 was 134,000 trees. This year 3 million were planted and 2 million walnuts. No forester works more hours 7 days a week or accomplished more. (Government Report and AMERICAN TREE ALMANAC, 1932). 35 million will be planted next year.

PLEASE READ CAREFUL — IT MAY SURPRISE THOSE WHO CRITICIZE PRESIDENT ROOSEVELT'S PROGRAM

TO KNOW THAT ALL OF THE STANDING

PINE EAST OF THE MISSISSIPPI RIVER

WOULD NOT SUPPLY THIS COUNTRY

WITH LUMBER FOR ONE YEAR AND

THAT HALF OF ALL THE STANDING

TIMBER IN THE U. S. IN 1900 HAS BEEN

CUT SINCE THAT TIME. (SENATE RESO-

LUTION 175, 73rd CONGRESS).

In 1900 we had 15,503,000 pupils; today, 27 million.

Little Japan, smaller than California, plants 7 times and Germany 27 times more trees than we do. Pupils in foreign countries are taught to plant trees.

Some writers claim the 925 billion ft. on the Pacific Coast and 125 billion in the south will supply us and for export for 50 to 75 years when much of this timber is where it would

cost more to get the logs to the mill than the lumber is worth. Again, more than half of our

lumber cut is used east of the Mississippi

where every board from the Pacific Coast

carries a freight charge of 60% or over. We

use about 38 billion ft. yearly. So how can

these few trees supply us and for export for

50 to 75 years?

We have about 86 billion ft. in Alaska, 74%

Hemlock. Having traveled over the 3 rail-

roads and down the Yukon to the Arctic Circle

I saw millions of trees on land frozen over 100

ft. deep that will never be cut.

Many say our farmers who own most of

the standing timber and have received as

much as \$394,000,000 for logs in a single year

are to blame for the condition their farms are

in, which no doubt is true, and the CHANCES

ARE NOT ONE IN 5000 FARMERS PLANT-

E A TREE WHEN ONE WAS CUT AS

THEY HAVE IN EUROPE since they found

themselves in the condition this country will

eventually be in with our rundown farms un-

less business men WHO MUST EVENTUAL-

LY PROVIDE FOR THESE PEOPLE decide

to prevent it by seeing that trees are planted

on their land where required.

In England and Europe in the 16th century after their timber disappeared no man was allowed to marry until he had planted so many trees.

Our 6,400,000 farmers use 2000 ft. of lum-

ber on an average yearly which means throw-

ing away \$100,000,000 for freight. A few

acres of trees on each farm in 50 years could

be sawed into lumber with portable mills and

delivered where wanted for  $\frac{1}{4}$  what it costs

today and it will double in 25 years.

Farmers buy fence posts they could raise

for 25 cents per 100.

In 1879 Pine stumpage in Wisconsin sold

for 50 cents per 1000 ft. In Minnesota, in

1880, it sold as low as 10 cents. At that time

they esitimated our timber would last 1000 years. They now estimate it will take 1500 years to reforest the 30 million acres of idle and abandoned forest land in Michigan, Wisconsin and Minnesota.

Michigan from 1850 to 1910 sold over 100 billion ft. of lumber.

The freight bill on lumber shipped into the state for one year was \$18,000,000.

It required 3 years to convince the Hammond Park Board that \$30 worth of walnuts would produce more beautiful trees for shade and millions of walnuts for the kiddies to crack in years to come than they could buy in 10 years from now for \$30,000. These trees are now 6 ft. high and will grow 2 ft. a year. If the business men of this country could see these thousands of beautiful trees, they certainly would collect enough money from members of Chambers of Commerce and clubs to buy 500 or 1000 for their parks.

It is deplorable with conditions in many farming sections as bad as they are in India and Egypt when you consider millions say, "They will get along some way when the trees are gone."

If I could take these men through countries of Europe where they could see man-made forests and farms producing practically as much as they did 1000 years ago, they would think different.

Men who have visited all parts of the world must have known that people who have been asleep for centuries would wake up sometime and, like the Japanese, when they get started you can't hold them back.

It is the same with manufacturing. When President Roosevelt, at the Manhattan Metropolitan Club, said: "After every wheel is turning and every man is in his place, there will be 5 million unemployed," he knew as every man should that the millions who left the farms for high wages and short hours turning out more goods in what were our great ammunition factories to be sold on the installment plan could not last.

Today these plants would produce more goods in 4 months than we can use in one year and thousands who will be unable to secure employment will be happier on a piece of land where they can make a living while waiting for business to pick up, as we did after the Depression of 1893.

Before the World War I visited the manufacturing districts of Europe yearly where I bought goods. When the War was over European manufacturers had no raw material. Most of their machinery, which was operated night and day making ammunition, was ruined, but on my last trip I found modern plants operated by workmen who get very small pay.

Before I retired in 1914, I had a plant in Hammond, still shipping goods to every country—where one man produced more goods in one day than 100 men did when I worked in the shops 50 years ago.

In 1915 all European shipments for this country were cut off and as the Betz Company had many war orders, I decided to help them out in 1916 and 1917 by manufacturing in Japan what they required. At that time Japanese manufacturers knew little about making goods with machinery but, believe me, when I was there in 1926, plants in every line were operating long hours with cheap labor and the latest equipment.

After leaving Japan, I visited China, Philippines, Malay States, Burma, India, Palestine and Egypt where laborers earn as low as \$35 a year. College graduates, \$5 a month.

Millions of these people never saw what you would call a tree, coal or wood fire.

Upon my return to Hammond I bought a 220 acre farm and decided to raise trees.

During the past 6 years over 600,000 pupils in every state in the Union have planted trees and tree seed sent from this office many of whom are now raising from 100 to 15,000 trees.

Price lists on trees and printed matter

pleading for men and women to assist in the work was mailed to over one million address.

Many thought the idea of planting trees for

preventing soil erosion or waiting from 50 to

75 years for them to grow large enough to

make lumber was silly and ridiculous or that

the plan was a money making proposition. If

it is a money making proposition what about

the 7 state referred to below?

LAST YEAR WITHOUT IT COSTING TAXPAYERS ONE DOLLAR, I SHIPPED OVER 50,000 MORE TREES (BOUGHT FROM NURSERIES) THAN WERE PLANTED BY THE STATE FORESTRY DEPART-

MENTS OF IOWA, KANSAS, KENTUCKY, MISSISSIPPI, UTAH, CALIFORNIA AND WASHINGTON COMBINED which proves

what can be done and by planting over 50,000

more trees than did the forestry departments

of these 7 great states which are maintained

(Continued Under Diagram)

